

1 **MINUTES OF WORKSHOP**  
2 **ARLINGTON RIDGE COMMUNITY DEVELOPMENT DISTRICT**  
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4 A workshop of the Board of Supervisors of the Arlington Ridge Community Development  
5 District was held Wednesday, January 10, 2024, at 2:00 p.m. at Fairfax Hall, 4475  
6 Arlington Ridge Boulevard, Leesburg, Florida 34748.

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8 Present were the following:

|                    |                     |
|--------------------|---------------------|
| 9 Robert Hoover    | Chairman            |
| 10 Ted Kostich     | Vice Chairman       |
| 11 Bill Middlemiss | Assistant Secretary |
| 12 Claire Murphy   | Assistant Secretary |

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14 Also present, either in person or via Zoom Video Communications, were the following:

|  |                                     |
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| 15 Angel Montagna                      | District Manager: Inframark         |
| 16 Jeanie Johnson                      | District Manager: Inframark         |
| 17 Meredith Hammock                    | Attorney: Kilinski   Van Wyk        |
| 18 Jason DeWildt                       | Director of Golf, Troon             |
| 19 Lee Graffius                        | Community Director, Inframark       |
| 20 Dan Zimmer                          | Vice President of Operations, Troon |
| 21 Residents and Members of the Public |                                     |

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23 *This is not a certified or verbatim transcript but rather represents the context and summary*  
24 *of the workshop. The full workshop is available in audio format upon request. Contact the*  
25 *District Office for any related costs for an audio copy.*  
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27 **FIRST ORDER OF BUSINESS** **Call to Order and Roll Call**

28 Ms. Montagna called the workshop to order at 2:00 p.m.

29 Ms. Montagna called the roll.

30 Mr. Jim Piersall was not present but provided comments to be read into the record.

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32 **SECOND ORDER OF BUSINESS** **Pledge of Allegiance**

33 Mr. Hoover led the *Pledge of Allegiance*.

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35 **THIRD ORDER OF BUSINESS** **Audience Comments on Agenda Items**

36 A Resident (Lot 851) commented on the RFPs, expressed discouragement with fee-for-  
37 service model, and suggested a different model be used.

38 A Resident (Lot 1016) thanked the Board for searching options for new golf/food and  
39 beverage management companies, residents support golf personnel but question if Troon  
40 recognizes what needs to be done, timeframe for written termination, and expressed  
41 concern that the agreement could be automatically renewed for another five years.

42 A Resident (Lot 1038) described fee-for-service contract, other golf management  
43 companies Inframark might have experience with, and questioned complexity of the RFP  
44 for smaller companies to bid.

45 A Resident (Lot 831) commented on historical fees, example how profit can be made,  
46 and suggested a different business model.

47 A Resident (Lot 268) echoed previous comments that business model needs to be  
48 changed, food and beverage RFP should indicate golf and food-and-beverage companies  
49 have to work together, suggested three-year contract term with renewals instead of a five-  
50 year contract, mentioned other companies available for the restaurant, questioned  
51 timeframe for termination, valuable information in a point-of-sale system, and require  
52 goals and how they measure success.

53 A Resident (Lot 735) suggested the numbers for the restaurant be available for this  
54 workshop, golf RFP should use the current point-of-sale system, does not think there is any  
55 accountability and Troon should not be losing money, suggested the restaurant be closed  
56 and the bar be kept open until operating costs can be determined, and indicated the Board  
57 should terminate Troon.

58 A Resident (Lot 337) commented on the Blue Ridge Activity Center.

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60 **FOURTH ORDER OF BUSINESS Discussion Items**

61 No decisions will be made at today's workshop.

62 Ms. Montagna reviewed the RFP process. Today's workshop is to review the scope for  
63 each RFP. The Board will approve the scope at the next meeting and authorize staff to put  
64 it out, advertise, and solicit bids. At a future meeting, the Board will review bid responses.

65 Discussion ensued regarding inability for smaller business to respond with a bid,  
66 consider new business model, does not include a model for a lease agreement where lessee  
67 assumes loss and profits, suggest golf vendors tell the Board a model for success, suggest  
68 vendors take on the risk, and use of incentives.

69 **A. RFP for Golf Course Management Services**

70 Discussion ensued regarding changes, deletions, corrections, and additions to specific  
71 line items. Counsel will make changes based on the discussions and provide for the agenda  
72 package for the meeting next week.

73 *The meeting recessed at 3:53 p.m.*

74 *The meeting reconvened at 4:05 p.m.*

75 **B. RFP for Food and Beverage Operations Services**

76 Discussion ensued regarding changes, deletions, corrections, and additions to specific  
77 line items. Counsel will make changes based on the discussions and provide for the agenda  
78 package for the meeting next week.

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**FIFTH ORDER OF BUSINESS**

**Adjournment**

On MOTION by Mr. Middlemiss, seconded by Ms. Murphy,  
with all in favor, the meeting was adjourned at 5:30 p.m.

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Secretary/Assistant Secretary

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Chairman/Vice Chairman